



# Analytics & Insights

## TECHNOLOGY | LOGISTICS | COMMUNITY

The nation's largest independent provider of medical equipment disposition services. Since 2014, reLink Medical **has assisted over 3,000 hospitals and healthcare facilities** in 35 states with the disposition of obsolete, excess, out-of-service, or used medical equipment. With logistics centers of excellence in Cleveland, Baltimore, Atlanta, and St. Louis, reLink Medical is **the most comprehensive disposition solution in the industry**.

### INDUSTRY CHALLENGES

With almost 1 million active hospital beds and 14 million connected medical devices very few healthcare systems have dedicated equipment analytics programs in place for the entire device life cycle. Without proven processes and technology to monitor unused, out of service and end-of-life equipment many hidden costs pile up in service, operations, and excess capital purchasing. At the razor-thin margins typical in healthcare, a few simple analytics and insights can add up to significant savings. In addition, little reliable data exists to mitigate risks and liabilities from released assets or support targeted sustainability metrics.

### reLink's SOLUTION

reLink's analytics solutions support hospitals with device-level decision making. We provide the right tools and support for healthcare organizations of any size to gain insights regarding existing asset lifecycles, new capital procurement decisions, and complete transparency into end-of-life management. With proprietary analytics regarding the optimal timing and market pricing conditions for buying, selling, or extending the life of assets, employees can quickly make the best fact-based decisions. Custom assessments and recommendations are provided as part of reLink360 and Smart Storage Programs. And you'll have real-time access to all assets, services, equipment purchases, sales, recycling, and logistics events to make decisions and integrate with enterprise records.

### PARTNER BENEFITS

Our robust analytics allows healthcare facilities to generate revenue and lower costs by standardizing their approach to small capital procurement, equipment valuation, and lifecycle services. With increased visibility and detailed reports, healthcare organizations can identify trends in product categories and use data-driven recommendations to increase revenue and cost saving opportunities. Program provided technology and reporting provides real-time asset visibility, allows cost effective redeployments, eliminates disappearing equipment, and reduces time and money wasted on storage. Records of disposed items, earnings, ePHI, biohazard, and other risk mitigation, and recycling and sustainability data are readily available. Decision making can be initiated at the click of a button and asset-level details can be quickly cross referenced to CMMS and other enterprise systems.



## 15M

**DATA POINTS USED FOR  
BENCHMARKING**



## 10%

**OPERATIONAL  
EFFICIENCY GAINS**



## 165

**DEVICE ATTRIBUTES AND MARKET  
INTELLIGENCE FACTORS  
COLLECTED ON EVERY PRODUCT**